

TSBE Annual Report

2021-2022

LINKING
BUSINESS

INVESTMENT
ATTRACTION

ADVOCACY FOR
OUR REGION



CHAIRMAN'S ADDRESS

Firstly, I want to say I was greatly humbled to accept the Chairmanship of the TSBE Board in October last year. Shane Charles provided strong leadership as the previous Chair, and I'll be forever grateful for his commitment and for building strong foundations for the organisation.

The last year has provided great opportunities and probably more challenges than we would have liked. But, as expected, the business and agricultural communities led the recovery to where we are now – enjoying a growing region and buoyant economy.

COVID continued to provide challenges throughout the year. However, if any positives can be drawn from our experience with the global pandemic it's that we have all learned how to work remotely and take advantage of available technology. This has allowed a big shift in people's mindset and a move away from cities and into regions like ours.

Great things are in store over the next 12 months. Some of our members will launch their products into new overseas markets for the very first time, taking advantage of the work done by the TSBE team in delivering

programs such as the Shells QGC's Emerging Exporters Program. We are also going to see further growth in the energy sector and a bigger spotlight being placed on hydrogen with the development of CS Energy's Renewable Hydrogen Demonstration Plant at Kogan Creek. And of course, we've had the announcement of the 2032 Olympics, Toowoomba's brand-new hospital, not to mention Inland Rail on the horizon as well as Boeing's exciting new manufacturing facility.

This is a very small snapshot of what our region can look forward to in the future, and it gives me pause to reflect on the honour bestowed on me to be the Chair of an organisation whose primary focus is the development of our region. This year TSBE celebrates our tenth in operation and since day one we know we cannot exist without our members and stakeholders. I'd like to thank you for your continued commitment to TSBE. A big thank you is extended to our regional council partners - in particular Toowoomba and Western Downs Regional Councils as well as the Maranoa Regional Council. Their financial and in-kind support and guidance is invaluable for helping TSBE achieve its goals.

I'd like to thank Ali Davenport and the entire TSBE team for providing support to our members throughout the year. I'd also like to acknowledge my fellow Board members who are all exceptional and have donated their time to help TSBE grow the region. I'd like to give a special mention to Deputy Chair Rob Hart who will be stepping down from the TSBE Board at the AGM. Rob has been on the board of TSBE since October 2015 and has provided wise counsel as well as a regional perspective (being based in Chinchilla). I'd also like to acknowledge Peter Lock the CEO of Heritage Bank who is stepping down from the TSBE Board having joined in October 2018. Peter has been the Chair of the Revenue, Risk and Audit Committee to provide oversight to TSBE's financials and governance to manage risks.

We will be announcing some new additions to the TSBE Board at the upcoming AGM and to help provide fresh focus we are undertaking a strategic 10-year review for TSBE. This review will take place in November, and we'll be reporting the findings and any strategic changes back to our members.

The level of confidence across the region, together with the enthusiasm shown by the business community to make the most of every opportunity is truly inspiring. It is with that inspiration that I, together with my fellow Board members and the TSBE team, are happy to present this report for the 2022 financial year.

Dr John McVeigh
Chairman
Toowoomba and Surat Basin Enterprise



CONTENTS

Chairman's Address.....	2
A note from the CEO.....	4
Toowoomba and Surat Basin Enterprise.....	5
Energy & Infrastructure.....	8
Business Navigator Western Downs.....	10
Food Leaders Australia.....	11
Health	13
Education	14
Sustainability	15
Events Across the Region	16
All Events	17
Other Projects	18
Goals for 2022 - 2023	19
Audited Financial Statements.....	21

With 512 members TSBE are linking business with opportunity to create sustainable growth and diversity for our region.

A NOTE FROM THE CEO

In the blink of an eye another 12 months have passed. The last year has been very exciting with our region solidifying its position as the Energy Capital of Queensland, serious growth in the renewable energy sector, major announcements such as the 2032 Olympic Games and Boeing and the redevelopment of the Baillie Henderson site for a new hospital.

There were so many highlights, however the launch of the 2022 Toowoomba Development Status Report was a significant moment. The report identifies investment both planned and underway, showing a combined value of \$18.8 billion for the Toowoomba region. Reports such as this contribute to the overall confidence in the local economy and help attract new investment to our region.

TSBE continues to link opportunities with local businesses, as well as attracting new industries to the region. We continue to work closely with energy and infrastructure projects which are major contributors to our economy as well as the food and ag sector through TSBE's Food Leaders Australia. At the same time, TSBE Health has continued to focus on building opportunities within the health sector, which is the number one employer in the region. This year we expanded TSBE's pillars further to include TSBE Education to help industry connect to schools to help grow our own workforce and we're also now playing a role in Study Toowoomba, which is designed to attract international students to the region.

Our members are our inspiration. Amidst the turmoil of another surge in COVID, devastating weather events and staff shortages across all industries the business community in Toowoomba and the Surat Basin continues to amaze me. Your resilience, ability to adapt and

willingness to think outside the box is the reason our economy continues to boom. Thank you for your ongoing support of TSBE. I am proud to announce that our membership has increased again this year and we now have more than 500 members. This year TSBE turned 10 and we look forward to celebrating with you at our December Enterprise Evening in Toowoomba.

Our agricultural sector has experienced a bitter-sweet year between relishing long-awaited rain and suffering higher input costs due to global factors. Thanks to support from Shell QGC, we have delivered another successful Emerging Exporters Program which has helped eight businesses expand into new overseas markets.

Thanks must also be extended to the Toowoomba Regional Council which provides us with enormous support whilst holding us to account ensuring ratepayers receive value for their investment in TSBE. Our relationship with the Western Downs Regional Council has strengthened with our values being firmly aligned and many of the significant opportunities for our entire region being based in the Western Downs, such as energy projects as well as food and agriculture. Another important partner Council is the Maranoa

Regional Council and we have enjoyed working with them over the year to help deliver support to their growing economy. We've also enjoyed working with other neighbouring councils such as the South Burnett Regional Council which has joined TSBE as a Platinum member.

I'd like to thank the TSBE team for their hard work this year in delivering support for our members. I'd also like to acknowledge the significant contribution of our board, whose expertise and guidance helps set TSBE's strategy and governance. Our board all volunteer their time to TSBE and I'm very grateful for their commitment to the organisation.

TSBE continues to pride itself on linking opportunities with local businesses and helping to grow our economy, and we're very excited to see what the next 12 months brings to our region.

Ali Davenport
CEO
Toowoomba and Surat Basin Enterprise



TOOWOOMBA AND SURAT BASIN ENTERPRISE

Linking Business.

Investment
Attraction.

Advocacy For Our
Region.

Toowoomba and Surat Basin Enterprise (TSBE) is the go-to organisation linking business with opportunity to create sustainable growth and diversity for the region.

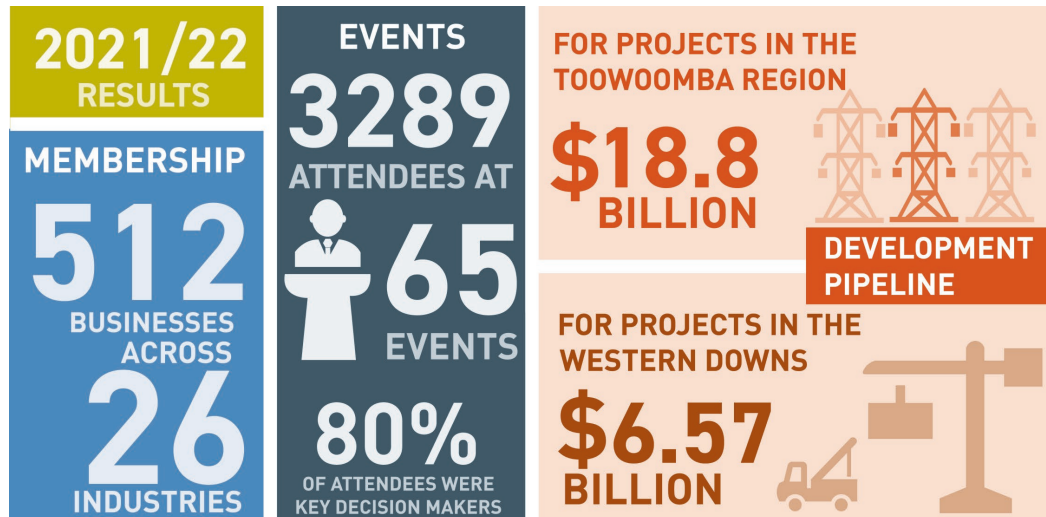
As an independent, business-driven, economic development organisation, TSBE is committed to ensuring that our local business community will innovate, adapt and prosper. We take pride in encouraging major investment and promoting the vital need for new and upgraded infrastructure.

With hundreds of corporate members across 26 sectors, TSBE is working proactively within many industries, including energy, construction, agriculture, export and health, to grow our region's economy.

Since TSBE's inception in 2012, the Toowoomba region has witnessed an economic growth of over \$2.6 billion, with Toowoomba's Gross Regional Product for the year ending June 2020 at \$11.56 billion. (NIEIR 2021)

TSBE's collaboration with local, state and federal government agencies, proactive community organisations, and industry groups has been integral to the region's advancement. The TSBE team has been working hard to attain favourable outcomes for important infrastructure developments in recent years.

Reference: <https://economy.id.com.au/toowoomba/gross-regional-prod>



ENERGY AND INFRASTRUCTURE

Working from the top down in the energy supply chain, TSBE ensures that the local companies we work with are capable, and have the opportunity to win work from major projects in the region.

AGRICULTURE

Through TSBE's Food Leaders Australia (FLA) initiative, we assist the Food and Agribusiness sector, providing them with export, innovation, learning and other related opportunities to ensure our producers and processors receive optimal returns from their produce.

HEALTH

TSBE's Health division works to link businesses with opportunities in the growing health industry by boosting the region's health profile and promoting the liveability and services throughout the region.

EDUCATION

Linking students and schools with industry to encourage high school graduates to consider local careers. It's all about growing our own workforce to meet the opportunities of the future.

PURPOSE STATEMENT

TSBE is the go-to organisation linking business with opportunity to achieve sustainable growth and diversity for our region.

VALUES

TSBE's activities at all times seek to uphold five core values:

1. We are fiercely loyal to our region.
2. Regional diversity is respected.
3. We are transparent in our interests and in our actions.
4. Acting with integrity is fundamental to all that we do.
5. We strive for excellence.

BOARD OF DIRECTORS



Dr. John McVeigh
Chairman



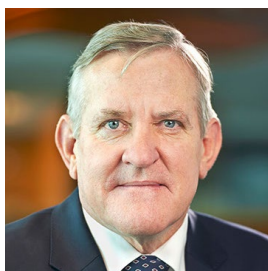
Rob Hart
Deputy Chairman



April Cavanagh
Director



Tom McVeigh
Director



Ian Macfarlane
Director



Kathryn McKeefry
Director



Stewart Morland
Director



Peter Lock
Director



Paul Antonio
Ex-Officio Director



Brian Pidgeon
Ex-Officio Director

TOOWOOMBA AND SURAT BASIN ENTERPRISE TEAM



Ali Davenport
Chief Executive Officer



Elena Alcorta
Operations Manager



Lance MacManus
General Manager,
Energy and Infrastructure



Justin Heaven
General Manager,
Food Leaders Australia



Jaden Frame
General Manager,
Health and Education



Reagan Parle
Senior Project Manager -
Energy and New Industries



Daniel McNamara
Business Development
Manager



Hayley Hoefler
Memberships and
Special Projects Officer



Mandy Turner
Administrative Assistant,
Energy and Infrastructure



Beverley Stroud
Finance Officer



Stephen Dummett
Agtech, Innovation and
Future Skills Manager



Molly Wagner
Trade and Market
Development Coordinator



Shamus Garmany
Education Manager



Mark Mason
Project Manager – Olympic
Strategy and Legacy



Meg Spry
Reception and Administration
Assistant



Katie Craymer
Marketing and Events
Manager



Codie McKeon
Marketing and Events
Officer



Anna-Louise Murphy
Marketing and Events
Officer



Rowena Beveridge
Agribusiness Manager



Katie Williams
Health Manager



Meryll Miller
Marketing and Events Officer

BUSINESS NAVIGATOR WESTERN DOWNS



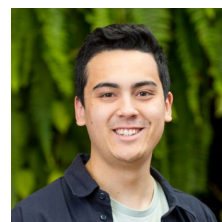
Paulene Rorich
Lead Business Coach,
Business Navigator
Western Downs



Suzie Wood
Business Coach, Business
Navigator Western Downs



Ailsa Cass
Digital Marketing Advisor,
Business Navigator Western
Downs



Tim Entwistle
Digital Marketing Advisor,
Business Navigator Western
Downs



Ashley Williams
Indigenous Business
Connector, Business
Navigator Western Downs

ENERGY AND INFRASTRUCTURE

TSBE's Energy & Infrastructure team works across several industries to link local businesses with opportunities within the myriad of projects that are planned and underway in our region. Over the last year, the E&I team has provided approximately 2230 targeted introductions and 2290 tender opportunities to our members.

TSBE EXCHANGE

The TSBE Exchange is complimentary to all TSBE members and is the go-to tool for streamlined connection of members to tenders and other supply chain opportunities. Over the last 12 months we have distributed more than 180 Expressions of Interest to more than 7,500 recipients.

TSBE SUPPLIER PORTAL

Launched in 2020, the TSBE Supplier Portal was designed for businesses to provide information about their products, services and capabilities for specific projects. The information sourced provides major projects with information on local capability and helps identify skill gaps which encourages further discussion around training that to benefit local industry. The platform currently hosts 659 registrations. This platform is an essential tool to support local content outcomes for major projects and has become the benchmark for local engagement for regional Queensland.

ENERGY

Why is our region being dubbed the Energy Capital of Australia? Here's why:

	Current	Under Construction	Proposed
Gas Plants	10		
Solar Plants	8	5	14
Wind Plants	1	4	4
Battery Facility	1	1	3

Source: Power plants map of Queensland (epw.qld.gov.au)

There is heavy investment in renewable energy across Queensland with the State working towards achieving 50% renewable energy by 2030. Combining rooftop solar and large scale solar and wind farms, Queensland is currently generating about 20% of its energy from renewable sources. This has given rise to support Renewable Energy Zones, which are designed to provide infrastructure upgrades to allow for transmission of green energy into the grid. The Clean Energy Finance Corporation has recently announced \$160 million investment into the Southern Queensland REZ for the construction of grid infrastructure. Due to the transmission and legacy infrastructure that has been built during establishment of the coal and natural gas industries, combined with large hours of natural sunlight and one of the most favourable wind conditions means our region has in excess of 12.5GW of renewable energy in the pipeline.

HYDROGEN

Hydrogen is an emerging energy source which could be used to help decarbonise the transport industry. It is the next chapter in the energy story of the Surat Basin and is certainly a future focus for TSBE. Earlier in the year TSBE established one of Australia's eighteen Hydrogen Hubs called the Southern Queensland Hydrogen Industry Institute.

In May 2022, history was made by TSBE along the Warrego Highway when an electric vehicle, powered by a hydrogen fuel cell made its first road trip outside of Brisbane. The 250km round-trip was a significant milestone in Queensland's clean energy development and aimed to accelerate awareness of low carbon transport.

Hydrogen has also been a focus of some of TSBE's key partners. The Kogan Creek



Renewable Hydrogen Demonstration Plant is a joint venture between CS Energy and Senex Energy and will include a solar farm, battery, hydrogen electrolyser, hydrogen fuel cell, hydrogen storage and out loading facility.

The Hydrogen Future Skills Partnership is led by TSBE and includes funding partners CS Energy, Construction Skills Queensland, Toowoomba Regional Council and Western Downs Regional Council. The partnership is designed to facilitate the fast-tracked learning, development and delivery of new and existing training pathways, skillsets and qualifications in hydrogen construction, operations, maintenance, storage, distribution, and usage.

MANUFACTURING

To support manufacturing and ensure that this industry is recognised for its vital role in our regional economy, TSBE has helped establish the TSBE Surat Basin Fabrication and Engineering Alliance. The group of nine regional businesses meet regularly and has established a framework to provide support, promote the industry while attracting the workforce of the future. A key role is for our manufacturing sector to collaborate and advocate for the Queensland Government to establish a manufacturing hub in Toowoomba.

DEVELOPMENT STATUS REPORT

In June 2022 TSBE released the Toowoomba Development Status Report which provides insight into the level of development proposed, planned and underway in our region. The report



encompasses all development projects funded by the public and private sectors valued at more than \$1 million.

Projects of significance include investment in a range of energy projects (particularly renewable energy), Inland Rail and the redevelopment of the Baillie Henderson site for a new Toowoomba Hospital.

In summary, the report shows the current level of investment is \$18.8 billion which is an increase on the 2020 report of \$5.7 billion. This highlights the level of confidence that both the public and private sectors hold for the economic future of Toowoomba and surrounding region.

A copy of the report can be accessed on the TSBE website.

CSQ PROGRAM

The successful partnership between TSBE and Construction Skills Queensland (CSQ) this past financial year delivered focus groups which concentrated on recruitment and retention of workers. Skilling and access to skilled workers is one of the region's biggest constraints to growth. TSBE worked with CSQ to focus on the pipeline of major projects and the variety of future skills needed to ensure our regional workforce is fully prepared for future opportunities.

Areas of focus were:

- Concretors/steelfixing
- Earthmoving, civil and crane operators
- Electrical, plumbing, air-conditioning
- Training organisations
- Major contractors



ENTERPRISE EVENINGS AND THE GOLF DAY

This last financial year TSBE hosted nine Enterprise Evenings attracting more than 1400 attendees. The highlight event was the Parliament House Enterprise Evening in February which sold out with more than 250 attendees and included a keynote update from the Honourable Di Farmer MP, Minister for Employment and Small Business and Minister for Training and Skills Development. Minister Farmer spoke about the economic landscape for regional Queensland, with a focus on opportunities across the diverse sectors in the Darling Downs. Other Enterprise Evenings featured Inland Rail, the Big T Pumped Hydro project, CS Energy's Kogan Creek Renewable Hydrogen Demonstration Plant, and an update from Southern Cross Care.

The annual Surat Basin Industry Classic Golf Day was held in Toowoomba and is in its eighth year. The sell-out charity event hosted 28 teams and raised vital funds for Ability Enterprises.

CONTRACTOR CONNECTOR SERIES

The Contractor Connector series was introduced in 2021 to provide a relaxed



networking platform for our members to learn more about businesses in the construction industry. This event continues to grow in popularity where attendees can get to know the names and faces behind the brands that are shaping the region's construction industry. This past financial year we have held three Contractor Connector events featuring Hutchinson Builders, FKG and property developer Kenneth Wagner.

APPEA CONFERENCE

The APPEA Conference and Exhibition is the largest oil and gas event held in Australia attracting thousands of participants. This year's conference was held in Brisbane (16 – 19 May), where we hosted two stands representing both TSBE and TSBE's Southern Queensland Hydrogen Industry Institute. This national conference was a fantastic opportunity to showcase the region's ability to support and attract major energy projects. The stands created a lot of interest as they were located at the conference entrance, and the buoyant market activity reflected in the positivity that the energy sector is currently experiencing.



BUSINESS NAVIGATOR WESTERN DOWNS

The Business Navigator Western Downs program commenced in 2018 and in only four years of operation has grown from strength to strength.

The program has delivered vital practical advice and assistance to local small and emerging businesses and entrepreneurs to enable growth and expansion. In turn, the program has delivered on its fundamental objective of providing economic stimulation across the Western Downs region. Thanks to the funding support provided by Shell QGC, these valuable services are provided free of charge, giving small businesses a vital boost when they need it the most.

The team consists of three business professionals who provide practical advice, hands-on assistance, motivation and training to help develop and achieve business objectives. Each team member brings a wealth of experience from their diverse careers, and together they have a wide knowledge base. This knowledge base is used to support clients through the multiple challenges that small business owners face in their development journey. The funding provided by Shell QGC also enables the team to bring in subject matter experts to assist clients with their specific needs.

While based in Chinchilla, the service is mobile; team members travel across the Western Downs region to provide hands on support to businesses with marketing, streamlining processes and utilisation of technology to achieve best and profitable practice.

During the 2021-2022 year, the Business Navigator Western Downs program provided coaching and advisory services to 29 business, resulting in 10 new local jobs being created. Additionally, there were 68 attendances at peer network meetings across the year. The range of business growth topics worked on in the period included strategic planning, viability analysis, competitor analysis,

product development, customer segmentation, pricing strategy, scalability assessment and scaling support, digital enabling, marketing, social media, eCommerce platform builds, website development, acquisition support, human resources strategy and finance management.

Clients represented a range of industries, including general retail, creative arts, logistics, allied health, construction, mechanical services, agriculture, manufacturing, professional services, and tourism.

TOURISM AND ECOMMERCE NETWORKS

Business Navigator Western Downs delivers two peer networks (tourism and eCommerce/online retail) to support focused economic diversification and provide opportunities for networking, shared learning and peer support. This financial year, guest presenters have delivered valuable insight into maximising paid social media advertising, how to structure email marketing campaigns, and how to optimise a Shopify site to engage buyers. The tourism meet-up in November was well attended and provided an opportunity for new and existing tourism operators to meet in a relaxed environment. Southern Queensland Country Tourism spoke about how COVID has changed the tourism operating environment, and how business could capitalise on these changes.

BUSINESS COMMUNITY WORKSHOPS

To support the general business community, Business Navigator Western Downs ran a four-part webinar series

addressing issues around scaling the human resources side of a small business, and attraction and retention strategies. Employee attraction is a perennial issue in regional and remote areas, one that has only worsened with the post-COVID increase in workforce pressure. Professor Karen Becker (Professor of Management, University of Sunshine Coast) provided some excellent insight to the push and pull factors that impact attraction, which business can use to inform their recruitment, attraction and retention strategies.

CELEBRATING SUCCESSES

It is a privilege to share in a business' growth journey, and a joy to see that business achieve success. In November 2021, the Business Navigator team was elated to see one of their clients, Jubri's Hideaway, win the Small Business Tourism Excellence Category at the Dalby Business Excellence Awards, and be named as a finalist in the Queensland Country section of the Australian Bridal Excellence Awards.

When owners, Judi and Brian Harms, first approached Business Navigators for support building their business, they had a fantastic facility and great dreams of where they wanted to be. With support from the Business Navigator team and a lot of hard work by Judi and Brian, Jubri's Hideaway grew from an idea, launched in the middle of COVID, to an award-winning business in less than 18 months. Since winning accolades, Jubri's Hideaway has gone from strength to strength, hosting the Western Downs region's premier food event, The Chef's Table in 2022. Kudos, Judy and Brian.

For more information visit www.navigatortwesterndowns.com.au



FOOD LEADERS AUSTRALIA

The TSBE Food Leaders Australia team has had a busy year working with their members in developing export markets, innovation and learning. Last financial year saw a cohort of eight businesses complete the Emerging Exporters Program, enabling them to develop export strategies, establish international connections and understand the complexities of export markets.

DARLING DOWNS BEEF BATTLE

The Darling Downs Beef Battle is one of TSBE's most popular events. It provides an opportunity for the region's best grain-fed beef brands to showcase their products to attendees during a full dinner, whilst competing for the title of the Darling Downs Best Beef brand.

Taking the format of a blind taste test, the audience is given the opportunity to sample and score all beef brands on the evening, making the night a great beef experience served with matching wines.

Diamantina has won the last two years running and it will be great to taste the competition again this year.

CHEF'S TABLE

Showcasing the finest regional produce from the Western Downs, the Chef's Table is another of TSBE's most popular events. Held in Dalby, the Chef's Table featured a delicious menu of local produce paired with matching wines in the beautiful surroundings of Jubri's Hideaway.

400M CONFERENCE

The 400M Agrifood Innovation Forum, held annually, brings together our

brightest innovators to connect with delegates representing industry and our region's most influential investors. This two-day conference offers a showcase of solutions utilising innovative technology to assist in the different stages of food production.

This year's forum included:

- Queensland's AgTech Opportunity
- Agrifood innovation showcases and success stories
- What the future will hold for innovation
- The growth of Artificial Intelligence in Queensland
- Current Agrifood research projects that will change the way we farm
- Interactive Q&A opportunities
- Networking opportunities
- A tradeshow of the latest Agrifood technologies

TAFE QUEENSLAND PARTNERSHIP

In partnership with TAFE Queensland, the TSBE FLA team has provided a conduit of communication between industry and TAFE to develop vocational education pathways designed to increase the overall level of skills across the agricultural sector.

The program has been delivered via attendance at industry networking events, trade shows and small group discussion events, which covered a range of topics including:

- Food Service Food Safety Risks-Emerging Challenges and Solutions
- Building water resilience and industry collaboration through Water Stewardship

- Increasing profitability with procurement solutions
- Emerging issues and changing legislation surrounding allergens
- Remote monitoring surface and groundwater solutions driving business decisions
- Gravity Micro Irrigation as a cost-effective substitute to flood.

PROTEIN 2022 CONFERENCE

The Protein 2022 Conference was held in Dalby and brought together all four industries of beef, pork, poultry and dairy with the view to share best practice, advocate for common policy change and allow collaboration across the sectors.

The conference is in its fourth year and has become a must-attend for protein producers.

This year's event, attended by more than 150 people covered the following four major topics:

- Protein industry growth
- Sustainability
- Workforce
- Innovation

MEET UPS

Meet Ups were introduced as a casual forum for guests to gain a glimpse of the latest innovations from across the region and provide an opportunity for the Agtech ecosystem to come together and build a strong, cohesive network.

Over the past 12 months, the events have provided attendees with information on the latest innovation and technological advancements across the agricultural sector such as farming equipment,



land/environmental management and supply chain management. A standout event was in March when the group was offered a site tour of UniSQ's Agricultural Science and Engineering Precinct to view Agtech research activities occurring throughout the Centre for Agricultural Engineering.

The event provided the opportunity for attendees to speak directly with researchers about the benefits of collaborating with the Centre in Agtech research areas including:

- Crop health
- Irrigation and water management
- Energy use and bioresource recycling
- Farming systems innovation
- Robotics, automation and machine vision

EXPORT

Top quality produce from our region is not hard to sell. All that's needed is access to markets and knowledge on how to overcome the hurdles to export. The TSBE FLA team has been assisting members with access to both overseas and domestic markets and helping identify opportunities and efficiencies.

EMERGING EXPORTERS PROGRAM

The Shell QGC Emerging Exporters Program is now in its fifth year and has gone from strength to strength. The program is made up of a series of workshops covering topics such as:

- Export experiences and advice
- Financial management
- Export branding and marketing
- Freight and logistics
- Managing risk



Delivered by TSBE's FLA team, the program now boasts 27 graduate organisations who are ready to export or have already commenced, providing further stimulation and economic diversity to the region. Thanks to funding provided by Shell QGC, this program is offered free of charge to participants.

The 2021/22 cohort included companies such as Clover Hill Meats, Grassland Goats, Chris's Welding & Steel and SMA Marketing. These businesses are now ready to explore and grow domestic and international markets.

SQ EXPORT HUB

Now in its third year of operation, the South Queensland Export Hub was established to aid small and medium sized businesses grow, export, and generate local jobs. The impact of COVID-19 on the ability to export was significant and we have assisted our members to expand across a wider domestic market.

The program has continued to support local businesses with workshops, webinars, trade missions (when permitted), information on potential new markets and introductions to global customers such as the Virtual Middle East Meet Buyer event.

UK FREE TRADE AGREEMENT BRIEFING

Australia recently signed a Free Trade Agreement with the United Kingdom which is designed to create new export opportunities and jobs by eliminating tariffs on over 99% of Australian goods exported to the UK. TSBE held a briefing session event with attendees



able to hear directly from Australia's Chief Negotiator of the deal, Elisabeth Bowes. Other speakers at this event included Consul General for Queensland & Northern Territory and Director of Trade Australia & New Zealand Joanne Freeman and Austrade's Director - Investment, Agribusiness & Food Centre of Excellence Cheryl Stanilewicz.

AGTECH & LOGISTICS HUB

In association with the Queensland Government, FKG Group, University of Southern Queensland, University of Queensland and TSBE, the Agtech and Logistics Hub was officially opened in April 2021. The facility was developed with a view to identifying innovative solutions to challenges being faced by primary producers, helping strengthen and grow the agricultural and food production industry.

The agricultural industry in the Toowoomba region has grown more than 5% in the last five years, employing about 4,500 people and contributing about \$500 million to the local economy (economy.id). The Agtech and Logistics Hub has been working with industry to help improve the supply chain and support producers who are seeking to or already implementing innovative solutions.

Each month the TSBE FLA team have hosted Meet Up events at the Agtech and Logistics Hub, or virtually as required. The events provide an ideal platform for the sharing of ideas, information and experiences between industry participants and the opportunity to hear from providers who are able to provide technological and other innovative solutions.



HEALTH

TSBE Health continues to work with major operators in the industry to grow the economy through health as well as attract and retain workers. Employing more than 15,000 people (source: economy.id), health is easily the largest single employing industry in our region.

ASPIRE TO HEALTH

TSBE Health has helped facilitate the Aspire to Health program in Toowoomba and across the region. The program is an initiative of the Queensland Rural Medical Education and is delivered in partnership with the Southern Queensland Rural Health. Aspire to Health delivers workshops to Years 9 and 10 students who have expressed an interest in working in the health care sector, providing hands-on demonstrations and information on careers in the industry. TSBE's goal in delivering the Aspire to Health programme is to help grow the health workforce of the future.

HEALTH 2030

The Health 2030 Discussion Paper was delivered by TSBE. The Paper is designed to provide a snapshot of the industry and identify areas for future opportunities which will help grow our economy.

Five key questions asked in the Paper are:

- How should the Toowoomba and Surat Basin Enterprise health partners best position the region to capitalise on the changing health landscape?
- How should the Toowoomba and Surat Basin Enterprise health partners attract and retain people particularly in the health industry?
- What commercial opportunities are available due to a shift to wellness and how will this shift grow the economy?
- How should the Toowoomba and Surat Basin Enterprise health partners capitalise on technology and innovation?
- What mechanisms should be put in place in the Toowoomba region to ensure better connectivity?

WORKFORCE SUSTAINABILITY PROJECT – WESTERN DOWNS

The biggest challenge facing the health sector in our region is workforce attraction and retention. TSBE Health has been working on a study to ascertain who is living in the region with health care qualifications but are not working in the industry - and why. The end result of this study will provide us with data for informed decisions to be made regarding support services needed to help grow the health workforce.

ENERGY FROM WASTE

Queensland Government's Waste Management and Resource Recovery Strategy, released last year, provides an outline of activities being investigated to transition Queensland to a zero-waste society. Fundamental principles of the

report are to attempt to avoid waste, after which options are to reduce, reuse and recycle.

This policy has provided Darling Downs Health with the opportunity to investigate options for waste management which will, utilising local businesses and innovation, ultimately avoid landfill. TSBE is working closely with the health sector as well as the Department of State Development to deliver a solution for the region.

NEW TOOWOOMBA HOSPITAL

The Queensland Government announced a \$1.3 billion hospital in the state budget on June 21, 2022. This is an exciting opportunity for our region. TSBE Health is working closing with Darling Downs Health to ensure relevant stakeholders are engaged and we maximise the opportunity of local businesses to benefit from the construction phase.



“ TSBE has supported our growth since becoming a member. Introducing our business to others in the region with similar interests to support each other and grow towards each others vision. TSBE has supported our new programs and projects in advocacy and advertising which has seen an increase in business performance.”
-John Dennehy,
Better Movement Clinic

EDUCATION

TSBE Education was launched In May 2022 with the specific goal of achieving and supporting economic growth across Toowoomba through education. The education sector is a significant contributor to the economy, having the second highest number of jobs of any industry and the fourth highest value-add. Beyond that, education plays an important enabling role, contributing to the skilled workforce required by businesses.

TSBE Education works directly with member high schools. With approximately 1,600 students graduating Year 12 each year in the Toowoomba region, this cohort presents

an increasingly important potential contribution to the region's workforce requirements. Ensuring that students have the knowledge and tools to take up local career opportunities and that industry has engagement opportunities with schools and students is the immediate focus for TSBE Education.

TSBE EDUCATION ADVISORY BOARD

The TSBE Education Advisory Board has been established to support the strategic direction of TSBE Education. The Board has representatives from St Mary's College, St Joseph's College, Wilsonton

State High School, TAFE Queensland and the Department of Employment, Small Business and Training.

STUDY TOOWOOMBA

Aligning closely with TSBE Education's work with schools, is the services it is providing to Study Toowoomba. Study Toowoomba is an independent membership-based peak body for international education and training for Toowoomba. TSBE Education has been working with Study Toowoomba to deliver international student attraction and retention activities.



SUSTAINABILITY

TSBE is committed to working towards a lower carbon and more sustainable future. Some of the sustainability activities TSBE has been involved in include:

- TSBE fully supports the Queensland Government's goal of 50% renewable electricity by 2030 and is working with the government to establish the Southern Queensland Renewable Energy Zone.
- We work closely with renewable energy companies to help them establish in the region including BE Power's pumped hydro project, the Dulacca Windfarm, Yarranlea Solar Farm, Coopers Gap Windfarm, the MacIntyre Windfarm and many others.
- TSBE has established the region's hydrogen hub called the Southern Queensland Hydrogen Industry Institute.
- Working with CS Energy, TSBE has mapped the construction and

procurement process for hydrogen with the goal of increasing local organisation participation.

- TSBE is partnering with CS Energy and CSQ in developing a skills mapping report and identifying training opportunities available to help develop the workforce in the hydrogen industry. This will include a plan to identify the skills of those currently working in coal to determine pathways and a just-transition for work into the hydrogen industry
- TSBE has been accepted into the Net Zero SMART project through the Entrepreneurs Program. The purpose of this program is to provide a pathway to lower our own emissions with the goal of understanding the process so that we can help members do the same.
- TSBE has partnered with the Department of State Development to reduce hospital waste.
- TSBE helped secure part-funding for UniSQ to undertake a food waste audit of the region.
- TSBE is working closely with several renewable energy projects and helping link local businesses with opportunities, including the completion of a mapping process for the Wambo Windfarm.
- TSBE has held multiple events to focus on renewable projects and sustainability including net zero workshops, Enterprise Evenings featuring the Big T Pumped Hydro project, Wambo Windfarm, Dulacca Windfarm, MacIntyre Wind Farm and many others. There is also a plan for a carbon reduction conference in 2023.



“ TSBE is one of the best memberships that Entegra Signature Structures have joined since we expanded into the Queensland market. The personalised service, company introductions and ongoing industry training available to our staff has been such a benefit, we would highly recommend other businesses who are looking at the next steps in industry engagement to consider joining.”

- Entegra Signature Structures

EVENTS ACROSS THE REGION



July
Meet Up at the
Agtech & Logistics
Hub



August
Enterprise
Evening, Focused
on Care



September
Contractor
Connector Series



October
2021 Beef Battle



February
Corporate Golf
Day



December
Enterprise
Evening,
Wellcamp



November
Enterprise
Evening, Southern
Cross Care



October
Long Lunch at
Bunnycollenen



March
Protein 2022



April
SQ Export Hub
Breakfast, NZ
Business



May
SQ Export Hub
Breakfast, UK
Free Trade
Agreement



June
Enterprise
Evening, Inland
Rail

ALL EVENTS

JULY 2021

- QGC EEP Workshop 1
- CSQ Professional Development Day
- Meet Up at the Agtech & Logistics Hub
- Building water Resilience & Industry Collaboration through Water Stewardship
- DDHIRC Networking Symposium

AUGUST 2021

- SQ Export Hub Economic Update Dinner
- CSQ Small Business Workshop
- Enterprise Evening : Focused on Care
- SQ Export Hub
- EEP Workshop
- Food Service Food Safety Risks - Emerging Challenges & Solutions
- August Meet Up

SEPTEMBER 2021

- Contractor Connector Series - MasterHire
- SQ Export Hub Workshop 1 : Structured Learning Pathway
- Enterprise Evening : The Avenues on Highfields
- SQ Export Hub : Export Market Development Grants & Export Funding Options
- CSQ Small Business Workshop
- Protein Jobs Fair

OCTOBER 2021

- Long Lunch at Bunnyconnellen
- Meet Up at Wellcamp Airport

- Boardroom Briefing
- SQ Export Hub / DAF
- Enterprise Evening : Valmec
- SQ Export Hub Workshop 2 : Structured Learning Pathway
- Connecting Brisbane & Toowoomba Finance Professionals : Finsia
- Political Leaders Lunch
- Meet Up at the Agtech & Logistics Hub
- Occupational Therapy Week
- Beef Battle

NOVEMBER 2021

- Contractor Connector Series - Kenneth Wagner
- SQ Export Hub Workshop 3 - Structured Learning Pathway
- Enterprise Evening - Southern Cross Care
- Boardroom Briefing
- Platinum Party
- Meet Up at the Agtech & Logistics Hub

DECEMBER 2021

- Enterprise Evening - Wellcamp

FEBRUARY 2022

- Corporate Golf Day
- Meet Up at the Agtech & Logistics Hub
- Enterprise Evening - Parliament House

MARCH 2022

- Protein 2022
- Enterprise Evening - BE Power

- Emerging Exporters Program Information Session
- Economic Update
- SQ Export Hub - 2022 Economic Update Dinner
- Education Event
- Meet Up at the UniSQ
- Contractor Connector - Hutchinson Builders

APRIL 2022

- SQ Export Hub - NZ Business Breakfast
- Discussion Group - Leveraging data to maximise value
- Enterprise Evening - BHQ Joint Venture
- Meet up - hybrid event

MAY 2022

- Enhancing your international supply chain potential
- Boardroom Briefing
- Health Workshop
- Enterprise Evening
- Health Workshop
- SQ Export Hub - A-UK Free Trade Agreement

JUNE 2022

- Optometrist Night
- Enterprise Evening - Inland Rail
- Boardroom Briefing
- Meet Up

OTHER PROJECTS

WAMBO WINDFARM MAPPING

TSBE has completed a mapping project for the Wambo Windfarm. The report was prepared for the windfarm developer Cubico Sustainable Investments and designed to map supply chain requirements for wind farms. The report was a first in Australia and provides a benchmark for understanding the supply chain and hence opportunities for local businesses for this type of project.



Taskforce was established this year and comprises:

- Mayor Paul Antonio, Toowoomba Regional Council
- Ali Davenport, TSBE
- Damian Bell, Wagners Group
- Kylie Bourne, Western Downs Regional Council
- Mark McErvale, Aspect Architects
- Michelle Berkhout, TAFE Queensland
- Peter Homan, Southern Queensland Country Tourism
- Todd Rohl, Toowoomba Chamber of Commerce
- Troy Morgan, Willows Health
- Mary Anne Evans, Glennie School
- Mark Mason, TSBE (seconded from TRC)

The group's purpose is to provide direction and advocacy to maximise every opportunity from the Olympics for Toowoomba, including in sport and legacy infrastructure.

OLYMPICS

The Brisbane 2032 Olympic and Paralympic Games represents a once in a lifetime economic and social opportunity for communities within Queensland, especially those located within South East Queensland. Mark Mason has been seconded from the Toowoomba Regional Council to work within TSBE to maximise opportunities for the region around the Games. These include sport, supply chain, infrastructure, tourism, social programs and legacy projects.

TSBE published the Toowoomba Capability Review in May 2022. The report was designed to outline opportunities for the Toowoomba region from The Games from both a sport and a non-sport perspective. The report also provides recommendations and actions that could be undertaken over the coming years to ensure Toowoomba maximises this once-in-a-lifetime opportunity. The report can be found on the TSBE website.

One of the recommendations from the Capability Review was the establishment of an Olympic Strategy Taskforce. The



“ I would like to express my sincere thanks for all the hard work the team do. TSBE really is the best economic development organisation in Australia, if not the best and most authentic and engaging professional network in Australia. I think TSBE has an opportunity to scale into more accessible content around local and regional innovation. I acknowledge the principal partners are infrastructure and energy focused, but the investment and innovation in emerging technologies in the region is truly world class, and TSBE should develop a strategy to nurture these businesses beyond their membership, and develop skilled local graduate talent. Member funded scholarships, grants, incubators or hackathons are some examples. If you review the activities in this space within SEQ, it would not be hard for TSBE to develop the best grass-roots innovation advocacy portfolio in Queensland.”

- Synnch P/L (ABA Legal Group P/L)

GOALS FOR 2022-2023

DELIVERY FOR MEMBERS

TSBE exists for its members and the TSBE team is passionate about identifying and connecting businesses with opportunities. The work we do is focussed on providing economic development and growth for our region, but at the same time we understand the importance of continuous improvement. In November, the TSBE Board and the CEO will be undertaking a strategic review of TSBE to determine areas of growth and improvement for the future. Any feedback prior from members and key stakeholders is most welcome.

EXPORT

A learning from COVID is strength from diversity. With this focus, TSBE will continue to seek potential new export markets both internationally and domestically and help its members in securing new customers.

GROWING TSBE EDUCATION

TSBE Education will continue to link students with local industries with a view to growing our region's own workforce.

OLYMPICS

Exciting year for the region as the Toowoomba Olympic Taskforce develops strategies on how to grow opportunities from the world's largest event in 2032.

ADVOCACY AND INVESTMENT ATTRACTION

TSBE will continue to advocate for investment in critical infrastructure to support the growth of food production, renewables, gas and of course the exciting new hydrogen industry.

INLAND RAIL

TSBE will continue its work with ARTC to map the project and ensure local

businesses are provided the best opportunity to be part of the supply chain.

SURAT BASIN ENERGY AWARDS

The 2023 Surat Basin Energy Awards is scheduled for May 2023. We are all looking forward to another hugely successful event.

TRANSPORT AND LOGISTICS SYMPOSIUM

The Transport and Logistics Symposium provides a platform where stakeholders from key industries including agriculture, resources, construction, transport and logistics will come together to discuss current and future infrastructure developments, and how to create a local transport and logistics hub.

INDIGENOUS BUSINESS CONNECTOR

Shell QGC have provided funding for the appointment of an Indigenous Business Connector. TSBE are very excited to provide greater support to Indigenous entrepreneurs, startups and enterprises and connect them to the many opportunities in the region.

SKILLS FOR HYDROGEN GROWTH

TSBE will work with CS Energy, CSQ and TAFE Queensland in developing a skills report focussing on the needs of the hydrogen industry and reskilling workers currently in the energy sector. TAFE Queensland will play a big role in helping identify training opportunities.

SUSTAINABILITY

TSBE will continue to look for opportunities to help the region become more sustainable. As a member of the federally funded Net Zero SMART project, TSBE aims to improve our sustainability and help our members with their transition to a low carbon future.



Surat Basin Energy Awards



11 May 2023 - Western Downs

Celebrating the Economic Contribution of the Surat Basin Energy Sector



TSBE WOULD LIKE TO THANK OUR KEY PARTNERS AND SUPPORTERS

Foundation Partner



Partner Regional Councils



Diamond Members



Platinum Members



Gold Members

Suncorp Bank

Specialised Property Consulting

BBS Communications Group

The Black Group

Black Toyota

Brown Contractors

CS Energy Limited

J&P Richardson

Marsh Pty Ltd

Southern Downs Regional Council

RDO Equipment

Wagner Corporation

Avis

Visual Focus

QGC

Westfund Health Insurance

Jemena

Honeywell Corporation

Boonarga Welding

RES Australia

Better Movement Clinic

Wideland Group

AGL Energy

Vena Energy Services Australia

Agri Talent

Agri Labour Australia

Bielby Hull QBirt JV

BE Power

**as at 30 June 2022*

Toowoomba and Surat Basin Enterprise Pty Ltd
ABN 85 155 004 523

Financial Statements
For the year ended 30 June 2022

Contents

	Page
Directors' Report	1
Auditor's Independence Declaration	3
Financial Report	
Statement of Comprehensive Income	4
Statement of Financial Position	5
Statement of Changes in Equity	6
Statement of Cash Flows	7
Notes To and Forming Part of the Financial Statements	8
Directors' Declaration	16
Independent Auditor's Report	17

These financial statements are financial statements for Toowoomba and Surat Basin Enterprise Pty Ltd. The financial statements are presented in Australian dollars.

Toowoomba and Surat Basin Enterprise Pty Ltd is a company limited by shares, incorporated and domiciled in Australia. Its registered office and principal place of business is:

Toowoomba and Surat Basin Enterprise Pty Ltd
6 Ann Street
Toowoomba QLD 4350

A description of the nature of the company's operations and its principal activities is included in the directors' report on pages 1 to 2, both of which are not part of these financial statements.

The financial statements were authorised for issue by the directors on 19 September 2022. The directors have the power to amend and reissue the financial statements.

Directors' Report

The directors present their report on Toowoomba and Surat Basin Enterprise Pty Ltd (TSBE), (the Company) for the year ended 30 June 2022.

Directors

The names of the Directors in office at any time during, or since the end of the financial year are:

Dr John McVeigh
Mr Ian MacFarlane
Mr Peter Lock
Mr Robert Hart
Mr Shane Charles (Ceased 21 October 2021)
Mr Stewart Morland
Mr Thomas McVeigh
Ms April Cavanagh
Ms Kathryn McKeefry
Ms Lisa France (Ceased 21 October 2021)

Principal Activities

The principal activities of the company during the financial year were local business growth and development. No significant change in the nature of these activities occurred during the year. TSBE is a business driven advocacy organisation focused on linking business with opportunity and ensuring the region enjoys sustainable economic growth into the future. Their main revenue streams are from events, membership income and grants.

Review of Operations

The company reported a Profit of \$56,508 for the year ended 30 June 2022 (2021: \$30,682 Loss).

A review of the operations of the company during the financial year and the results of those operations indicate that, the company continued to engage in its principal activity, the result of which are disclosed in the attached financial statements.

Events Subsequent to the End of the Reporting Period

No matters or circumstances have arisen since the end of the financial year that have significantly affected or may significantly affect the operations of the company, the results of those operations, or the state of affairs of the company in future financial years.

Likely Developments and Expected Results of Operations

The future operations of the company are expected to relate to the principal activity outlined above. The company continues to be impacted by COVID-19 and the impact of this has been discussed further in Note 2.

Environmental Regulation

The company's operations are not subject to any significant environmental regulation under a law of the Commonwealth or of a State or Territory.

Dividends

No ordinary dividends were paid, recommended or declared during the year (2021: \$nil).

Indemnification of Officers

No indemnities have been given or insurance premiums paid, during or since the end of the financial year, for any person who is or has been an officer or auditor of the company. However Directors and Officers are insured under the Toowoomba Regional Council's insurance policy.

Directors' Report

Proceedings on Behalf of Company

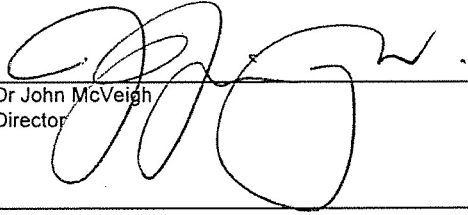
No proceedings have been brought or intervened in on behalf of the company with leave of the Court under section 237 of the *Corporations Act 2001*.

Auditor's Independence Declaration

A copy of the Auditor's Independence Declaration as required under section 307C of the *Corporations Act 2001* is set out on page 3.

Signed in accordance with a resolution of the Directors:

Date: 19/9/22
Toowoomba



Dr John McVeigh
Director

AUDITOR'S INDEPENDENCE DECLARATION

To the Directors of Toowoomba and Surat Basin Enterprise Pty Ltd

This auditor's independence declaration has been provided pursuant to s. 307C of the *Corporations Act 2001*.

Independence declaration

As lead auditor for the audit of Toowoomba and Surat Basin Enterprise Pty Ltd for the financial year ended 30 June 2022, I declare that, to the best of my knowledge and belief, there have been:

- (a) no contraventions of the auditor independence requirements of the *Corporations Act 2001* in relation to the audit
- (b) no contraventions of any applicable code of professional conduct in relation to the audit.



Vaughan Stemmett
as delegate of the Auditor-General

19 September 2022

Queensland Audit Office
Brisbane

Statement of Comprehensive Income
 For the year ended 30 June 2022

	Note	2022 \$	2021 \$
INCOME			
Recurrent Revenue			
Sales	3	1,838,847	1,777,971
Grants	4	1,989,914	1,860,639
Total Revenue		<u>3,828,761</u>	<u>3,638,610</u>
Other Income	5	30,060	126,336
Total Income		<u>3,858,821</u>	<u>3,764,946</u>
EXPENSES			
Recurrent Expenses			
Employee Benefits	6	2,481,016	2,213,743
Materials and Services	7	1,145,073	1,414,181
Depreciation	8	147,231	145,896
Finance Costs	9	20,018	21,808
Total Recurrent Expenses		<u>3,793,338</u>	<u>3,795,628</u>
Loss on Disposal of Assets		8,975	-
Net Result		<u>56,508</u>	<u>(30,682)</u>
Other Comprehensive Income		-	-
Total Comprehensive Income/(Expense)		<u>56,508</u>	<u>(30,682)</u>

The accompanying notes form part of these financial statements

Toowoomba and Surat Basin Enterprise Pty Ltd
 ABN 85 155 004 523

Statement of Financial Position
 As at 30 June 2022

	Note	2022 \$	2021 \$
ASSETS			
Current Assets			
Cash and Cash Equivalents	10	2,015,708	1,587,797
Trade and Other Receivables	11	87,503	88,897
Other Current Assets	12	138,423	74,939
Total Current Assets		2,241,634	1,751,633
Non-Current Assets			
Property, Plant and Equipment	13	44,189	81,913
Right-of-Use Assets	14	90,649	204,173
Total Non-Current Assets		134,838	286,086
Total Assets		2,376,472	2,037,719
LIABILITIES			
Current Liabilities			
Trade and Other Payables	15	201,421	252,801
Provisions	16	65,225	80,575
Other Liabilities	17	1,023,281	552,425
Lease Liabilities		98,738	116,866
Total Current Liabilities		1,388,665	1,002,667
Non-Current Liabilities			
Trade and Other Payables	18	-	37,717
Lease Liabilities		-	98,738
Provisions	19	47,502	14,800
Total Non-Current Liabilities		47,502	151,255
Total Liabilities		1,436,167	1,153,922
Net Assets		940,305	883,797
EQUITY			
Contributed Equity		2	2
Accumulated Surplus		940,303	883,795
Total Equity		940,305	883,797

The accompanying notes form part of these financial statements

Toowoomba and Surat Basin Enterprise Pty Ltd
 ABN 85 155 004 523

Statement of Changes in Equity
 For the year ended 30 June 2022

	Issued Capital (Ordinary Shares) \$	Accumul- ated Surplus \$	Total \$
BALANCE AT 1 JULY 2020	<u>2</u>	<u>914,477</u>	<u>914,479</u>
Comprehensive Income Net Result	<u>-</u>	<u>(30,682)</u>	<u>(30,682)</u>
Total Comprehensive Income for the year	<u>-</u>	<u>(30,682)</u>	<u>(30,682)</u>
BALANCE AS AT 30 JUNE 2021	<u><u>2</u></u>	<u><u>883,795</u></u>	<u><u>883,797</u></u>
Comprehensive Income Net Result	<u>-</u>	<u>56,508</u>	<u>56,508</u>
Total Comprehensive Income for the year	<u>-</u>	<u>56,508</u>	<u>56,508</u>
BALANCE AS AT 30 JUNE 2022	<u><u>2</u></u>	<u><u>940,303</u></u>	<u><u>940,305</u></u>

The accompanying notes form part of these financial statements

Toowoomba and Surat Basin Enterprise Pty Ltd
 ABN 85 155 004 523

Statement of Cash Flows
 For the year ended 30 June 2022

Note	2022 \$	2021 \$
CASH FLOWS FROM OPERATING ACTIVITIES		
Receipts from Customers	4,190,222	3,767,146
Interest Received	6,028	15,159
Payments to Suppliers and Employees	<u>(3,640,725)</u>	<u>(3,521,961)</u>
Net Cash Inflow from Operating Activities	<u>555,525</u>	<u>260,344</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Payments for Property, Plant and Equipment	-	(21,389)
Proceeds from Sale of Plant and Equipment	<u>-</u>	<u>-</u>
Net Cash Inflow/(Outflow) from Investing Activities	<u>-</u>	<u>(21,389)</u>
CASH FLOWS FROM FINANCING ACTIVITIES		
Repayment of Borrowings	(10,749)	(9,337)
Repayment of Leases	<u>(116,866)</u>	<u>(114,862)</u>
Net Cash Outflow from Financing Activities	<u>(127,615)</u>	<u>(124,199)</u>
Net Increase in Cash and Cash Equivalents Held	<u>427,910</u>	<u>114,756</u>
Cash and Cash Equivalents at the Beginning of the Financial Year	<u>1,587,798</u>	<u>1,473,042</u>
Cash and Cash Equivalents at the End of the Financial Year	<u>10</u> <u>2,015,708</u>	<u>1,587,798</u>

The accompanying notes form part of these financial statements

Notes to the Financial Statements
For the year ended 30 June 2022

Note 1: Summary of Significant Accounting Policies

Basis of Preparation

These general purpose financial statements are prepared in accordance with the disclosure requirements of Australian Accounting Standards – Simplified Disclosures. The financial statements comply with the recognition and measurement requirements of all Australian Accounting Standards and Interpretations applicable to not-for-profit entities, the *Corporations Act 2001* and the presentation requirements in those standards as modified by AASB 1060.

The financial statements are prepared on an accrual basis, with the exception of the statement of cash flows which is prepared on a cash basis. The historical cost convention is used as the measurement.

Presentation Matters

Amounts included in the financial statements are in Australian dollars. Amounts are rounded to the nearest dollar. Comparative information has been restated where necessary to be consistent with disclosures in the current period.

Assets are classified as 'current' where their carrying amount is expected to be realised within 12 months after the reporting date. Liabilities are classified as 'current' when they are due to be settled within 12 months after the reporting date, or the company does not have an unconditional right to defer settlement to beyond 12 months after the reporting date. All other assets and liabilities are classified as non-current.

Going Concern

The company is dependent upon continued funding from Toowoomba Regional Council to ensure that the entity can continue to operate as a going concern. Toowoomba Regional Council has agreed to provide ongoing financial support to ensure the company can meet its debts as they fall due.

Income Tax

No provision for income tax has been raised as the entity is exempt from income tax under Division 50 of the *Income Tax Assessment Act 1997*.

Goods and Services Tax (GST)

Revenue, expenses and assets are recognised net of the amount of GST, except where the amount of GST incurred is not recoverable from the Australian Taxation Office. In these circumstances the GST is recognised as part of the cost of acquisition of the asset or as part of an item of the expense. Receivables and payables in the statement of financial position are shown inclusive of GST.

Cash flows are presented in the statement of cash flows on a gross basis, except for the GST component of investing and financing, which are disclosed as operating cash flows.

Key Accounting Estimates and Judgments

The preparation of the financial statements requires the determination and use of certain critical accounting estimates, assumptions and management judgements about the carrying amounts of assets and liabilities. Such estimates, judgements and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised and in future periods as relevant.

Estimates and assumptions that have a potential significant effect are outlined in the following notes:

Depreciation - Note 8, 13
Right of Use Assets - Note 14
Employee benefits - Note 6,16,19

Notes to the Financial Statements
 For the year ended 30 June 2022

Note 1: Summary of Significant Accounting Policies (Continued)

Contingent Liabilities

There are no past events that have given rise to potential obligation, therefore no contingent liabilities have been recognised.

New and Revised Accounting Standards

The company adopts all of the new and revised Standards and Interpretations issued by the Australian Accounting Standards Board (AASB) that are relevant to its operations and effective for the current reporting period. The adoption of the new and revised accounting standards has not resulted in any significant impact on the reported financial position, financial performance or cash flows of the company.

AASB 1060 General Purpose Financial Statements – Simplified Disclosures for For-Profit and Not-for-Profit Tier 2 Entities - AASB 1060 introduces the Simplified Disclosures framework for general purpose financial statements prepared by or for entities reporting under Tier 2 of the Differential Reporting Framework. This new disclosure framework applies to the company. While most of the disclosures remain the same as 2020-21, there have been some changes by way of additional or reduced disclosures reflected in these financial statements.

The new accounting standard does not change any recognition or measurement requirements, and the company's financial statements continue to comply with the recognition and measurement requirements of all applicable accounting standards and interpretations.

No accounting pronouncements were adopted in the 2021-22 financial year. No voluntary changes in accounting policies occurred during the 2021-22 financial year.

Authorisation of Financial Statements for Issue

The financial statements are authorised for issue by the Directors at the date of signing the Director's Declaration.

Note 2: Impacts from COVID-19 Pandemic

Impact of COVID-19 on TSBE in the financial year were minimal. The largest impact was in reduced attendance at TSBE events, especially when there were lockdowns in South East Queensland which restricted travel to the region. Due to border closures during the first part of the year there were also instances of presenters from New South Wales and Victoria being unable to attend planned presentations.

	2022	2021
Note 3: Sales	\$	\$
Membership Income	1,523,244	1,337,051
Events Income	262,486	361,257
Branch Income (Hot Desk)	53,117	79,663
	<u>1,838,847</u>	<u>1,777,971</u>

Revenue Streams	Nature and timing of revenue recognition
Membership Income	Membership revenue has been recognised over the membership period which results in a portion of revenue being deferred to the next financial period. This revenue is not refundable to the member. There are 7 levels of membership: Friends, Base, Bronze, Silver, Gold, Platinum and Diamond.
Events Income	Revenue from events is recognised when the event takes place. In the financial year ended 30 June 2022, a number of events were postponed due to COVID-19 and series of significant weather events. Where no refund was given, revenue was deferred until the time in which the event took place.
Branch Income	TSBE have a number of desks which they rent out to tenants. This rental income is recognised in line with the rental period on an accrual basis.

Notes to the Financial Statements
 For the year ended 30 June 2022

	2022	2021
	\$	\$
Note 4: Grants		
Grant - Other	1,511,375	1,386,368
Toowoomba Regional Council - Funding	478,539	474,271
	<u>1,989,914</u>	<u>1,860,639</u>

Grants Income	Nature and timing of revenue recognition
Grants	TSBE receives a number of grants from varying entities to support their work in linking business with opportunity and ensuring the region enjoys sustainable economic growth into the future. Revenue from grants is recognised upon receipt in line with AASB1058 <i>Income of Not-for-Profit Entities</i> .
Toowoomba Regional Council Funding	TSBE receives grants from Toowoomba Regional Council. In return for the grants, they have to perform specific financial reporting and budgeting duties as well as continue to undertake tasks which are essential to the successful operation of the entity. TSBE have KPIs which they have to meet which will ensure that the company continues to function successfully. TSBE has been committing to these tasks and intends to continue to do so. Grants are recognised as revenue when received.
Use of TSBE Vehicles Income	The company owns 2 vehicles which are funded as part of a grant agreement.

	2022	2021
	\$	\$
Note 5: Other Income		
ATO Cashflow Boost	-	100,000
Government Incentives	22,478	1,648
Interest Received	6,028	15,159
Insurance Recoveries and Other	1,554	9,529
	<u>30,060</u>	<u>126,336</u>

Revenue Streams	Nature and timing of revenue recognition
ATO Cashflow Boost	Includes support from the ATO with reference to COVID in the form of the cashflow boost.
Interest Received	Interest received is recognised on a time proportional basis taking into account the interest rates applicable to the financial assets.

Note 6: Employee Benefits		
Payroll Tax	72,228	45,873
Staff Amenities	23,585	13,848
Staff Bonuses	32,400	18,411
Superannuation	202,494	177,217
Wages	2,150,309	1,958,393
	<u>2,481,016</u>	<u>2,213,743</u>

Number of employees	19	22
The number of employees as at period ended 30 June, including both full-time employees and part-time employees, is measured on a full-time equivalent basis.		

Notes to the Financial Statements
 For the year ended 30 June 2022

	2022	2021
Note 7: Materials and Services	\$	\$
Advertising	89,721	43,963
Audit of Annual Financial Statements	22,500	7,496
Administration Supplies and Consumables	165,904	149,685
Consultancy	175,464	214,995
Communications and IT	69,347	65,673
Grant Expenses - Other	221,644	449,815
Memberships and Sponsorships	116,894	79,079
Utilities, Rent and Outgoings	21,320	50,704
Travel, Seminars and Conferences	262,279	352,772
	<u>1,145,073</u>	<u>1,414,181</u>

Total audit fees paid to the Queensland Audit Office relating to the 2021/22 financial statements are quoted to be \$12,000 (2021: \$10,500). There are no non-audit services included in this amount.

Note 8: Depreciation		
Property Plant and Equipment	21,293	15,277
Motor Vehicle	12,414	16,552
Right of Use Assets	113,524	114,067
	<u>147,231</u>	<u>145,896</u>

Note 9: Finance Costs		
Bank Charges	12,404	9,346
Borrowing Costs	913	913
Impairment of Debts	-	610
Interest on Leases	6,701	10,938
	<u>20,018</u>	<u>21,808</u>

Notes to the Financial Statements
 For the year ended 30 June 2022

	2022	2021
	\$	\$
Note 10: Cash and Cash Equivalents		
Cash at Bank and on Hand	1,095,708	397,797
Deposits on Call	920,000	1,190,000
	<u>2,015,708</u>	<u>1,587,797</u>

Cash and cash equivalents includes cash on hand, deposits held at call with financial institutions, other short-term, highly liquid investments with original maturities of three months or less that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value, and bank overdrafts.

Note 11: Trade and Other Receivables		
Trade and Other Receivables	87,503	88,897
	<u>87,503</u>	<u>88,897</u>

Trade and other receivables include amounts due from customers for goods sold and services performed in the ordinary course of business. Receivables expected to be collected within 12 months of the end of the reporting period are classified as current assets. All other receivables are classified as non-current assets.

The collectability of receivables is assessed periodically with provision being made for impairment. All known bad debts were written-off at 30 June.

Note 12: Other Current Assets		
Deferred Contra Expenses	74,108	48,250
Prepayments	64,315	26,689
	<u>138,423</u>	<u>74,939</u>

Note 13: Property, Plant and Equipment		
Motor Vehicles		
Motor Vehicles - at Cost	71,818	90,698
Less: Accumulated Depreciation	(34,574)	(41,040)
	<u>37,244</u>	<u>49,658</u>
Office Equipment		
Office Equipment - at Cost	78,079	161,987
Less: Accumulated Depreciation	(71,134)	(129,733)
	<u>6,945</u>	<u>32,254</u>
Total Property, Plant and Equipment	<u>44,189</u>	<u>81,913</u>

Acquisition of Assets

Actual cost is used for the initial recording of all non-current physical asset acquisitions. Cost is determined as the value given as consideration plus costs incidental to the acquisition, including all other costs incurred in getting assets ready for use.

Notes to the Financial Statements
 For the year ended 30 June 2022

Note 13: Property, Plant and Equipment (continued)

Each class of property, plant and equipment is carried at cost, less where applicable, any accumulated depreciation and impairment losses.

Plant and Equipment

Plant and equipment are measured on the cost basis.

The Company assesses annually whether there are any impairment indicators present and, where applicable, will immediately recognise an impairment expense in the statement of comprehensive income equivalent to the existing carrying value and its recoverable amount.

Depreciation

The depreciable amount of all fixed assets is depreciated on a diminishing value basis over the assets useful life to the company commencing from the time the asset is held ready for use. The depreciation rates used for each class of depreciable assets are:

<u>Class of Fixed Asset</u>	<u>Depreciation Method</u>	<u>Depreciation Rate</u>
Office Equipment	Diminishing Value	10-100%
Motor Vehicles	Diminishing Value	25%

The assets residual values, and useful lives are revised, and adjusted if appropriate, at the end of each reporting period. An asset carrying amount is written down immediately to its recoverable amount if the assets carrying amount is greater than its estimated recoverable amount. Gains and losses on disposals are determined by comparing proceeds with the carrying amount. These gains or losses are recognised immediately in the statement of comprehensive income.

	2022	2021
Note 14: Right-of-use Assets	\$	\$
Opening Balance	204,173	288,041
Additions	-	20,759
Depreciation	(113,524)	(104,627)
Closing Balance	<u>90,649</u>	<u>204,173</u>

Where an agreement contains a lease, a right-of-use asset and lease liability is recognised on inception of the lease. The right-of-use asset is measured using the cost model where cost on initial recognition comprises: the lease liability, initial direct costs, prepaid lease payments, estimated costs of removal and restoration, less any lease incentives received and is depreciated over the lease terms on a straight line basis and assessed for impairment in accordance with the impairment of asset accounting policy.

The lease liability is initially recognised at the present value of the remaining lease payments at the commencement of the lease. The discount rate is the rate implicit in the lease, however where this cannot be readily determined then the incremental borrowing rate for a similar term with similar security is used.

Subsequent to initial recognition, the lease liability is measured at amortised cost using the effective interest rate method. The lease liability is re-measured whether there is a lease modification, or change in estimate of the lease term or index upon which the lease payment are based (e.g. CPI).

Where the lease liability is re-measured, the right-of-use asset is adjusted to reflect the remeasurement.

Notes to the Financial Statements
 For the year ended 30 June 2022

	2022	2021
Note 15: Trade and Other Payables	\$	\$
Trade Payables	21,565	145,399
FBT Instalment Liability	3,312	2,357
Payroll Liabilities	44,138	37,186
Current GST Liability	80,865	55,286
Car Finance - Current	39,541	12,573
Accrued Liabilities	12,000	-
	<u>201,421</u>	<u>252,801</u>

Trade payables represent the liability outstanding at the end of the reporting period for goods and services received by the company during the reporting period that remain unpaid. The balance is recognised as a current liability with the amount normally being paid within 30 days of recognition of the liability.

Note 16: Provisions

Provision for Annual Leave	<u>65,225</u>	<u>80,575</u>
	<u>65,225</u>	<u>80,575</u>

Provision is made for the company's liability for employee benefits arising from services rendered by employees to the balance date. Employee benefits that are expected to be settled within one year have been measured at the amounts expected to be paid when the liability is settled, plus related on-costs. Employee benefits payable later than one year have been measured at the present value of the estimated future cash outflows to be made for those benefits. In determining the liability, consideration is given to employee wage increases and the probability that the employee may satisfy vesting requirements. Those cashflows are discounted using market yields on national government bonds with terms to maturity that match the expected timing of cashflows.

Note 17: Other Liabilities

Unearned Revenue - Memberships	501,239	399,113
Unearned Revenue - Subsequent year Memberships	247,420	109,090
Unearned Revenue - Event and Branch Income	274,622	44,222
	<u>1,023,281</u>	<u>552,425</u>

Where events were postponed in the prior year due to COVID-19 and a series of significant weather events, attendees and sponsors were offered a full refund or given the option to hold the funds until the event happened. These were recorded as revenue once the event took place.

Note 18: Non-Current Trade and Other Payables

Car Finance	<u>-</u>	<u>37,717</u>
	<u>-</u>	<u>37,717</u>

Note 19: Provisions

Provision for Long Service Leave	<u>47,502</u>	<u>14,800</u>
	<u>47,502</u>	<u>14,800</u>

Note 20: Economic Dependence

The continuing operation of Toowoomba & Surat Basin Enterprise Pty Ltd is dependent on Toowoomba Regional Council funding.

Note 21: Controlled Entities that have not been consolidated

A controlled entity, TSBE Enterprise Development Fund Limited was set up in the year ended 30 June 2020. The entity remains dormant and no transactions have occurred in the entity in the current or prior year.

Notes to the Financial Statements
 For the year ended 30 June 2022

Note 22: Related Party Transactions

Transactions with parent entity

The company is wholly owned by the Toowoomba Regional Council.

During the year, Toowoomba Regional Council contributed \$478,539 (2021: \$474,271) to the company as a Community Service Obligation of the Council and other amounts relating to the use of facilities.

During the financial year, the company received \$78,642 (2021: \$5,700) from Toowoomba Regional Council for services provided.

During the financial year, the company paid \$5,483 (2021: \$nil) to Toowoomba Regional Council for services provided.

Transactions between related parties are on normal commercial terms and conditions no more favourable to those available to other parties unless otherwise stated.

Transactions with Key Management Personnel (KMP)

KMP includes the Directors of the company and controlled entities and the executive management team. The executive management team includes the Chief Executive Officer, General Managers and an external consultant. KMP compensation paid or accrued, during the 2021/22 year comprises:

	2022	2021
	\$	\$
Short-Term Employee Benefits	717,886	709,279
Post-Employment Benefits	52,952	49,617
Long-Term Benefits	13,160	7,474
	<u>783,998</u>	<u>766,370</u>

During the year, no remuneration was paid to the board members in their capacity as board members.

Transactions with Other Related Parties

During the financial year, the company received \$31,831 (2021: \$38,399) for membership, event income, branch income and sponsorship from a company which a director has joint control of.

During the financial year, the company paid \$600 (2021: \$605) for expenses to a company which a director has joint control of.

During the company received income of \$350 (2021: \$350) and incurred expenses of \$34,961 (2021: \$17,740) from companies that are related parties to the parent entity. These transactions were at arm's length and were in the normal course of operations.

Note 23: Events after the Reporting Period

The Directors are not aware of any events after the 30 June 2022 that will have a material impact on this financial report.

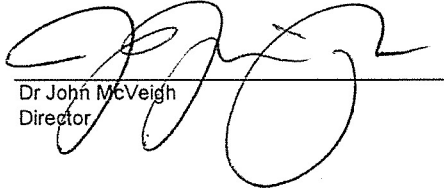
Directors' Declaration

In the directors opinion:

- (a) The financial statements and notes set out on pages 4 to 15 are in accordance with the *Corporations Act 2001*, including:
 - (i) complying with Australian Accounting Standards – General Purpose Financial Statements – Simplified Disclosures, the *Corporations Regulations 2001* and other mandatory professional reporting requirements; and
 - (ii) giving a true and fair view of the entity's financial position as at 30 June 2022 and of its performance for the financial year ended on that date, and
- (b) there are reasonable grounds to believe that the company will be able to pay its debts as and when they become due and payable.

This declaration is made in accordance with a resolution of the Directors.

Date: 19/9/22
Toowoomba


Dr John McVeigh
Director

INDEPENDENT AUDITOR'S REPORT

To the Directors of Toowoomba and Surat Basin Enterprise Pty Ltd

Report on the audit of the financial report

Opinion

I have audited the accompanying financial report of Toowoomba and Surat Basin Enterprise Pty Ltd (the company).

In my opinion, the financial report:

- a) gives a true and fair view of the company's financial position as at 30 June 2022, and its financial performance and cash flows for the year then ended
- b) complies with the *Corporations Act 2001*, the Corporations Regulations 2001 and Australian Accounting Standards – Simplified Disclosures.

The financial report comprises the statement of financial position as at 30 June 2022 the statement of comprehensive income, statement of changes in equity and statement of cash flows for the year then ended, notes to the financial statements including summaries of significant accounting policies and other explanatory information, and the directors' declaration.

Basis for opinion

I conducted my audit in accordance with the *Auditor-General Auditing Standards*, which incorporate the Australian Auditing Standards. My responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Report* section of my report.

I am independent of the company in accordance with the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110 *Code of Ethics for Professional Accountants* (the Code) that are relevant to my audit of the financial report in Australia. I have also fulfilled my other ethical responsibilities in accordance with the Code and the *Auditor-General Auditing Standards*. I am also independent of the company in accordance with the auditor independence requirements of the *Corporations Act 2001*.

I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my opinion.

Other information

Other information comprises financial and non-financial information (other than the audited financial report). At the date of this auditor's report, the available other information in the Toowoomba and Surat Basin Enterprise Pty Ltd's annual report for the year ended 30 June 2022 was the director's report.

Those charged with governance are responsible for the other information.

My opinion on the financial report does not cover the other information and accordingly I do not express any form of assurance conclusion thereon.

In connection with my audit of the financial report, my responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial report or my knowledge obtained in the audit or otherwise appears to be materially misstated.

If, based on the work I have performed, I conclude that there is a material misstatement of this other information, I am required to report that fact. I have nothing to report in this regard.

Responsibilities of the company for the financial report

The company's directors are responsible for the preparation of the financial report that gives a true and fair view in accordance with the *Corporations Act 2001*, the Corporations Regulations 2001 and Australian Accounting Standards – Simplified Disclosures, and for such internal control as the company's directors determine is necessary to enable the preparation of the financial report that is free from material misstatement, whether due to fraud or error.

The company's directors are also responsible for assessing the company's ability to continue as a going concern, disclosing, as applicable, matters relating to going concern and using the going concern basis of accounting unless management either intends to liquidate the company or to cease operations, or has no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial report

My objectives are to obtain reasonable assurance about whether the financial report as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes my opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with the Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this financial report.

As part of an audit in accordance with the Australian Auditing Standards, I exercise professional judgement and maintain professional scepticism throughout the audit. I also:

- Identify and assess the risks of material misstatement of the financial report, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for my opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for expressing an opinion on the effectiveness of the company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the company.

- Conclude on the appropriateness of the company's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the company's ability to continue as a going concern. If I conclude that a material uncertainty exists, I am required to draw attention in my auditor's report to the related disclosures in the financial report or, if such disclosures are inadequate, to modify my opinion. I base my conclusions on the audit evidence obtained up to the date of my auditor's report. However, future events or conditions may cause the company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial report, including the disclosures, and whether the financial report represents the underlying transactions and events in a manner that achieves fair presentation.

I communicate with the company's directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that I identify during my audit.



Vaughan Stemmett
as delegate of the Auditor-General

19 September 2022

Queensland Audit Office
Brisbane



TOOWOOMBA AND
SURAT BASIN ENTERPRISE

Postal Address

PO Box 658,
Toowoomba QLD 4350

P +61 7 4639 4600

F +61 7 4639 3416

E info@tsbe.com.au

W www.tsbe.com.au